

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

*Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant Burson-Marsteller 1850 M Street, NW, Ste. 900 Washington, DC 20036		2. Registration No. 2469
3. Name of foreign principal Exportadora de Sal, S.A. de C.V.	4. Principal address of foreign principal Ave. Baja California S/N Guerrero Negro, B.C.S. 23940 Mexico	
5. Indicate whether your foreign principal is one of the following type: <input type="checkbox"/> Foreign government <input type="checkbox"/> Foreign political party <input checked="" type="checkbox"/> Foreign or <input type="checkbox"/> domestic organization: If either, check one of the following: <div style="display: flex; justify-content: space-between;"><div><input type="checkbox"/> Partnership <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Association</div><div><input type="checkbox"/> Committee <input type="checkbox"/> Voluntary group <input type="checkbox"/> Other (specify) _____</div></div> <input type="checkbox"/> Individual—State his nationality _____		

6. If the foreign principal is a foreign government, state:

- a) Branch or agency represented by the registrant.
b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state:

- a) Principal address
b) Name and title of official with whom registrant deals.
c) Principal aim

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8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

Exportadora de Sal is the largest producer of salt by solar evaporation in Mexico.

b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐
- Directed by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒
- Controlled by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒
- Financed by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒
- Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

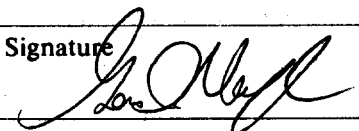
Exportadora de Sal S.A. de C.V. is a joint venture between the Government of Mexico and Mitsubishi Corporation

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Date of Exhibit A
6/26/95

Name and Title
Garth D. Neuffer
Senior Vice President

Signature



INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

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Name of Registrant	Name of Foreign Principal
Burson-Marsteller	Exportadora de Sal, S.A. de C.V.

Check Appropriate Boxes:

1. ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach three copies of the contract to this exhibit.
2. ☒ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach three copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Agency will undertake communications and public relations activities for Exportadora de Sal on an "as requested" basis.

Formerly

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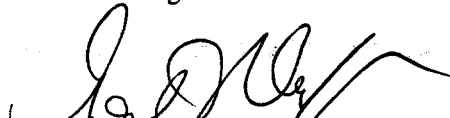
5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

B-M will undertake communications and public relations activities for Exportadora de Sal regarding its proposed Laguna San Ignacio project.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?¹
Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

No political activities are anticipated. However, in the event such activities occur, they will be reported in supplemental filings.

Date of Exhibit B	Name and Title	Signature
June 26, 1995	Garth D. Neuffer Senior Vice President	

¹Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

Burson-Marsteller

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FAX: 202.296.6664

Sheila E. Reviv
President and Chief Executive Officer
Burson-Marsteller/Washington

June 9, 1995

Ing. Juan Bremer
Director General
Exportadora de Sal, S.A. de C.V.
Av. Baja California S/N
Guerrero Negro, BCS
Mexico, 23940

Dear Mr. Bremer:

This letter is to confirm the agreement between Burson-Marsteller, Inc. (B-M) and the Exportadora de Sal, S.A. de C.V. (ESSA) to undertake communications and public relations services for ESSA regarding its proposed Laguna San Ignacio project.

We understand that the timing and activities for this effort will be variable, and will be conducted by B-M on an "as requested" basis for the client. These services will be rendered by B-M from the period beginning May 1995 up through the conclusion of the effort.

We also understand and agree that fees will be billed only for those services and activities specifically requested and undertaken with client approval. Fees invoiced to ESSA will include professional time services, standard out-of-pocket expenses (which typically do not exceed 15 percent of total fees), and any other expenses for services that are requested and approved by the client. Billing will occur on a monthly basis, payable upon receipt of invoice.

Personnel

A team of B-M public relations professionals -- with experience in Mexico public relations and environmental issues -- will work on the various activities requested by ESSA for the duration of the program.

The effort will be headed for B-M by B-M/Washington's senior vice president, Mr. Garth D. Neuffer, who has been working on this project with ESSA's Ing. Joaquin J. Ardura. Mr. Neuffer will continue serving as contact and coordinator for the other B-M staff engaged in this effort, for whom biographies have been sent to Mr. Ardura.

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B-M Standards and Confidentiality

As is the case with all of our clients, B-M will undertake this effort with the highest standards of professionalism and quality. B-M will also exercise all necessary care and caution to ensure the confidentiality of any and all proprietary information concerning ESSA's business and operations that we may come in contact with during the performance of our services.

If the above terms meet your approval, please indicate by signing below and returning one copy to us for our file. This letter will serve to formalize our contractual agreement to work for ESSA on this project.

Sincerely,

BURSON-MARSTELLER

By:

Sheila Raviv
Sheila Raviv

President and Chief Executive Officer
Burson-Marsteller/Washington

Date:

June 9, 1995

Accepted and agreed by:

EXPORTADORA DE SAL S.A. DE C.V.

By:

Juan Bremer
Juan Bremer

Director General

Exportadora de Sal, S.A. de C.V.

Date:

June 22/95